

Message Text

UNCLASSIFIED

PAGE 01 SOFIA 01754 241458Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----096070 250346Z /15
R 241350Z AUG 78
FM AMEMBASSY SOFIA
TO SECSTATE WASHDC 5145
USDOC WASHDC

UNCLAS SOFIA 1754

USDOC FOR BEWT

E.O. 11652: N/A
TAGS: BEXP BU
SUBJECT: CALL ON DEPUTY MINISTER OF MACHINE BUILDING

1. E/C OFFICER HACKER PAID COURTESY CALL ON MINISTRY
AUG 23 AND WAS RECEIVED BY DEPUTY MINISTER ILIA IVANOVSKY,
MS. SAVKA IVANOVA, OF THE SECTION FOR INTERNATIONAL COOP-
ERATION, AND SEVERAL OTHER TECHNICAL EXPERTS. EMBOFF
EXPLAINED HIS DUTIES IN THE FIELD OF TRADE COOPERATION,
INVITED IVANOVSKY AND HIS STAFF TO TOUR THE AMERICAN
PAVILION AT PLOVDIV AND EXPRESSED THE HOPE THAT THIS FIRST
MEETING WOULD BE ONLY ONE OF MANY IN WHICH THE EMBASSY COULD
BE OF ASSISTANCE TO THE MINISTRY IN HELPING FIND AMERICAN
FIRMS INTERESTED IN TRADING AND COOPERATION OPPORTUNITIES.

2. IVANOVSKY REPLIED THAT HIS MINISTRY WAS INDEED INTER-
ESTED IN SUCH COOPERATION AND POINTED PARTICULARLY TO THE
AREA OF HYDRAULICS WITH APPLICATIONS TO INDUSTRIAL ROBOTS
AND HYDRO-TRANSMISSION, AS WELL AS THE DESIGN AND ENGI-
NEERING OF DIESEL MOTORS. IN THE HYDRAULICS FIELD, HE
MENTIONED THAT A DELEGATION OF HIS MINISTRY WHICH HAD
VISITED THE US TWO WEEKS AGO HAD DISCUSSIONS WITH BORG-WARNER
AND INGERSOLL-RAND. HE WAS ESPECIALLY INTERESTED IN TALKING
TO CATERPILLAR ON THE SECOND THEME.
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 SOFIA 01754 241458Z

3. MS. IVANOVA POINTED OUT THAT THE MINISTRY WAS NOT JUST
INTERESTED IN PURE TRADE, BUT ESPECIALLY IN INDUSTRIAL
COOPERATION, JOINT PRODUCTION, AND IN ARRANGEMENTS FOR
FINANCING OF NEW PLANTS THROUGH PARTIAL PURCHASE OF THEIR
PRODUCTION. THE IDEA OF COOPERATION IN THIRD COUNTRIES,
SUCH AS BUYING SOME GOODS FROM BULGARIA TO BE USED IN

PROJECTS IN THE MIDDLE EAST, FOR WHICH FREIGHT COSTS WOULD BE LOWER THAN FROM OTHER COUNTRIES, WAS ALSO BROACHED. BULGARIANS STATED THAT FRUITFUL COOPERATION WITH SEVERAL WESTERN FIRMS HAD BEEN DEVELOPED IN THIS AREA.

4. HACKER STATED THAT WE HAD ONLY BEGUN TO UNCOVER THE POSSIBILITIES FOR COOPERATION IN FIELDS FALLING UNDER THE MINISTRY'S COMPETENCE. HE RECALLED MEETING WITH EXEDITOR OF EAST-WEST MARKETS IN VIENNA WHO EXPLAINED THAT BULGARIA WAS STILL A COUNTRY UNKNOWN TO MANY AMERICAN BUSINESSMEN, AND THAT PROSPECTIVE TRADING PARTNERS NEEDED MORE INFORMATION ABOUT BULGARIA AND ITS NEEDS IF THEY WERE TO BE ATTRACTED TO THE BULGARIAN MARKET. VICE MINISTER ACCEPTED SUGGESTION THAT ANOTHER MEETING BE HELD AFTER PLOVDIV TO ZERO IN ON ANY LEADYPMAD DURING THE FAIR AND TO BEGIN TO EXPLORE IN MORE DETAIL SPECIFIC BULGARIAN INTERESTS WHICH WE COULD TRANSMIT TO US FIRMS.

5. ON LEAVING, MS. IVANOVA ASKED ABOUT SITUATION REGARDING US-BULGARIAN TRADE COUNCIL MEETING. HACKER REPLIED THAT HE UNDERSTOOD THAT MEETING WOULD NOT BE HELD AS PLANNED BUT THAT WE HOPED CHAIRMAN OF US SECTION COULD COME HERE TO HOLD DISCUSSIONS.

GARTHOF

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SOFIA01754
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780347-1058
Format: TEL
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780827/aaaaawsz.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6a04a45c-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1632432
Secure: OPEN
Status: NATIVE
Subject: CALL ON DEPUTY MINISTER OF MACHINE BUILDING
TAGS: BEXP, BU
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/6a04a45c-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014